



BESHOM HOLDINGS BERHAD

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**1QFY2026  
Results Update**

26 September 2025

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# Contents      Financial Highlights 1QFY2026

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## Review by Segment

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# 1QFY2026 vs. 1QFY2025

For the period ended 31 July 2025, the Group recorded a revenue of RM35.5 million reflecting an increase of 6.2% as compared to RM33.5 million in the previous year's corresponding period. Higher revenue generated from the Wholesale division was dragged by weaker performance in MLM and Retail divisions. Consumers continued to be more cautious in spending particularly on non-discretionary products due to escalating cost of living caused by geopolitical conflict and challenging economic environment.

The gross profit decreased by 2.7% to RM13.5 million, attributed to the change in sales mix and increase in product & packaging costs. The Group registered a pre-tax profit of RM1.8 million in the period under review, decreased by 35.0% as compared to RM2.7 million in the preceding year corresponding period.

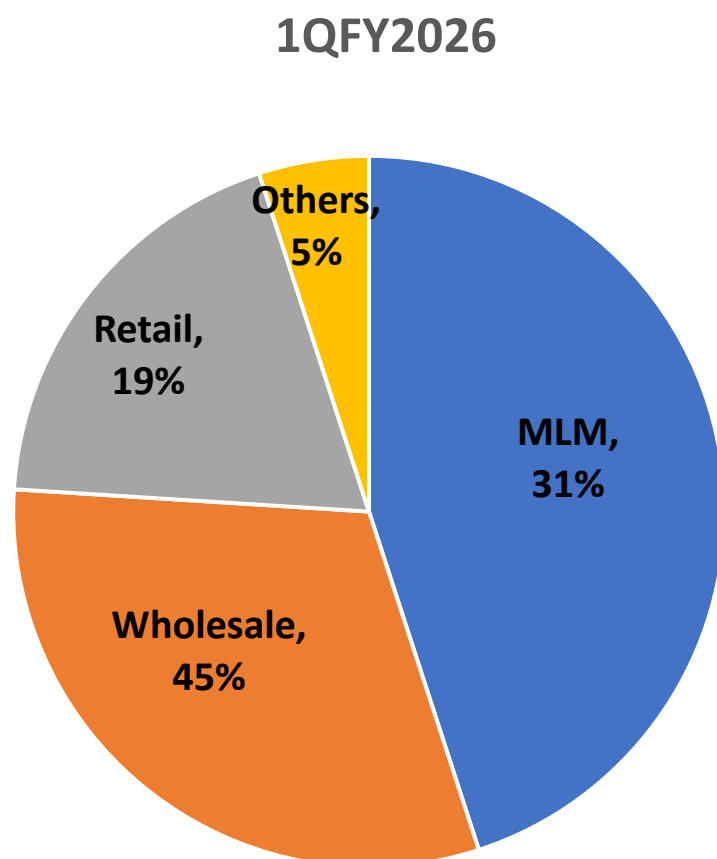
# 1QFY2026 vs. 1QFY2025

	1QFY2026 31 July 2025  (RM'mil)	1QFY2025 31 July 2024  (RM'mil)	Variance +/-
Revenue	35.54	33.46	+6.2%
Pre-tax Profit	1.76	2.71	-35.0%
Profit After Tax	1.24	2.05	-39.5%
Net Margin (%)	3.49%	6.13%	-2.64%
EPS (sen)	0.48	0.72	-0.24 sen

# Statement of Financial Position

	1QFY2026 31 July 2025  (RM'mil)	FYE2025 30 April 2025 (audited) (RM'mil)
Net cash + Short term investment	93.18	92.56
Total assets	356.65	355.18
Total liabilities	34.93	34.26
Shareholders' equity	310.52	309.51
Net assets per share (RM)	1.04	1.03

# Segment Revenue



Segment	1QFY2026 31 July 2025		1QFY2025 31 July 2024	
	(RM'mil)	(%)	(RM'mil)	(%)
Wholesale	16.16	45%	11.36	34%
MLM	11.04	31%	12.88	38%
Retail	6.70	19%	7.58	23%
Others	1.64	5%	1.64	5%
Total	35.54	100%	33.46	100%



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Review by  
Segment

Wholesale

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Multi Level Marketing (“MLM”)

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Retail

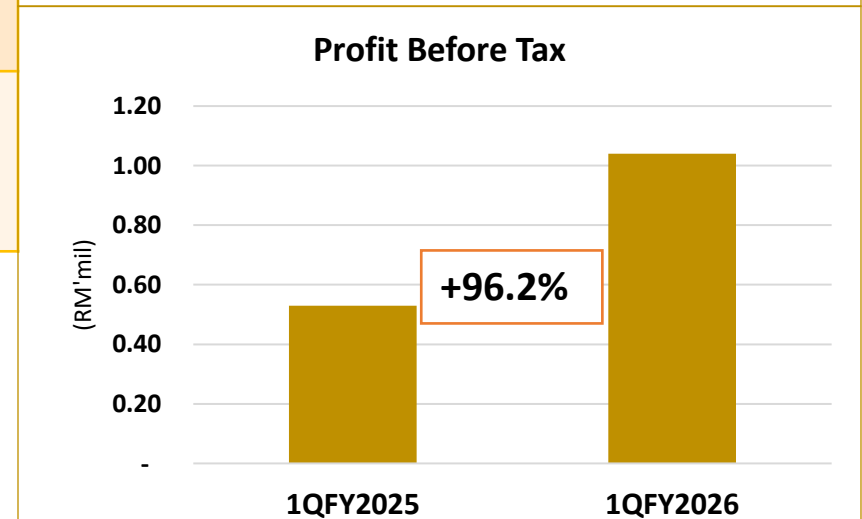
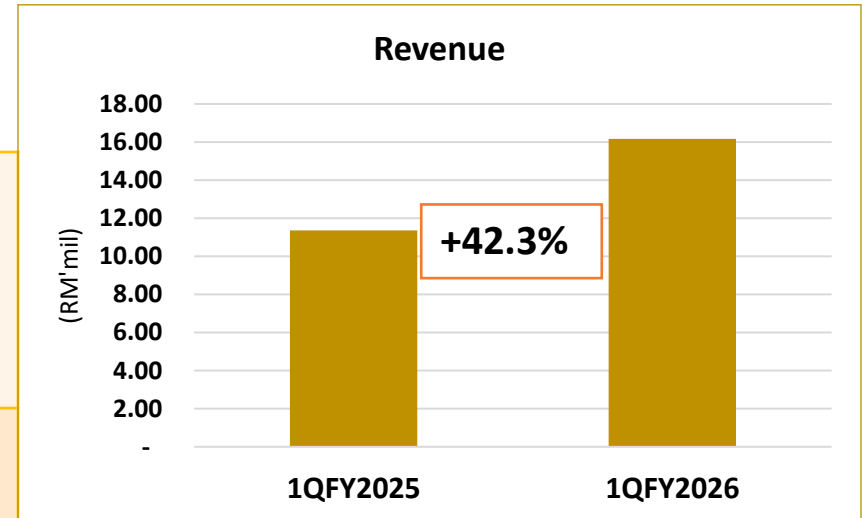
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Others

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# Wholesale

Wholesale Segment	1QFY2026 31 July 2025 (RM'mil)	1QFY2025 31 July 2024 (RM'mil)	Changes (%)
External Revenue	16.16	11.36	<b>+42.3%</b>
Profit Before Tax	1.04	0.53	<b>+96.2%</b>





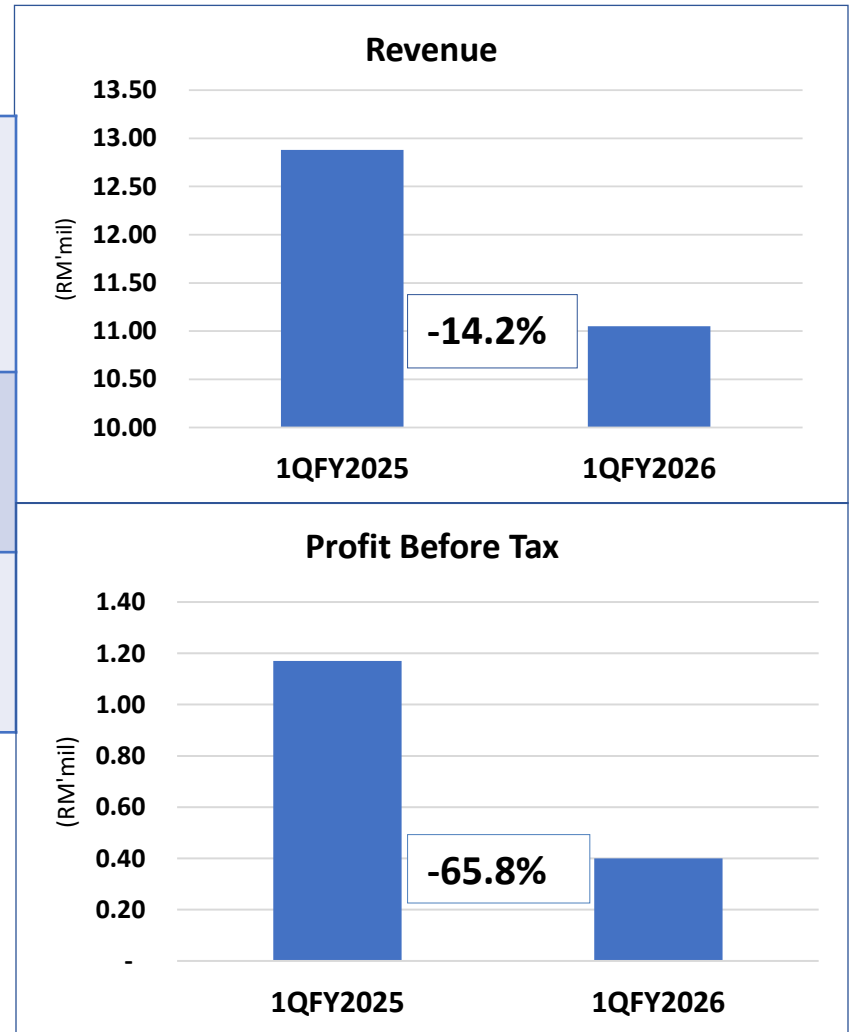
# Wholesale

Wholesale revenue increased by 42.3% to RM16.2 million as compared to the preceding quarter of RM11.4 million, it was primarily driven by increased sales of wellness products. Sales of Chinese medicated tonic remained flat in view of ongoing challenging economic environment, as customers are more cautious in stock ordering and inventory management.

In tandem with higher revenue recorded coupled with higher contribution from vintage tea which carried higher margin, the pre-tax profit increased twofold to about RM1.0 million.

# MLM

MLM Segment	1QFY2026 31 July 2025 (RM'mil)	1QFY2025 31 July 2024 (RM'mil)	Changes (%)
External Revenue	11.05	12.88	-14.2%
Profit Before Tax	0.40	1.17	-65.8%



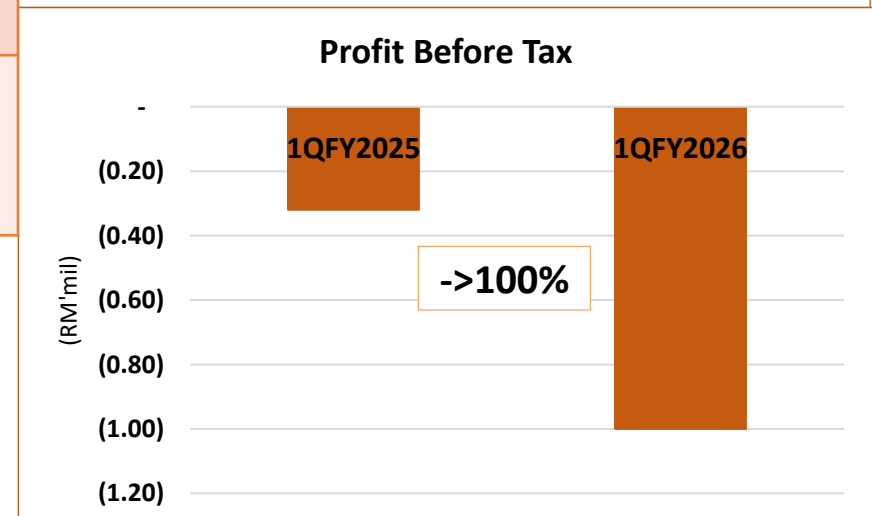
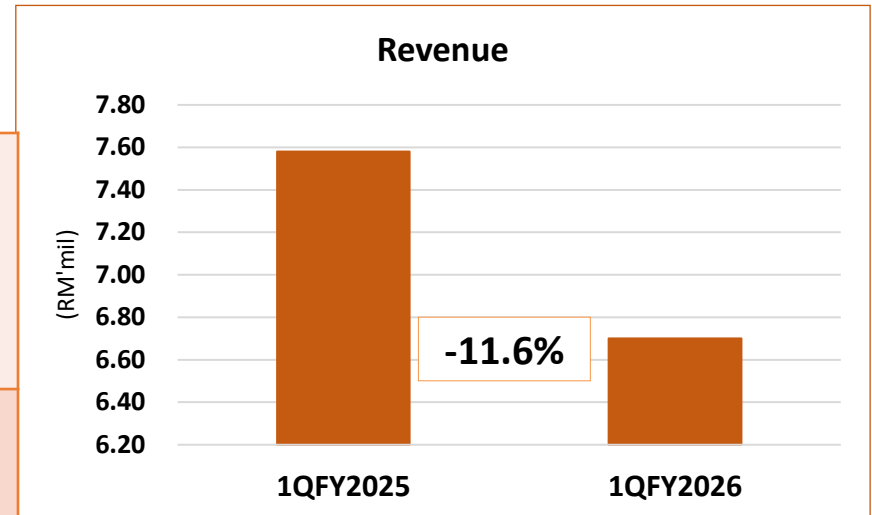
# MLM

The MLM division revenue and pre-tax profit decreased by 14.2% and 65.8% to RM11.1 million and RM0.4 million as compared with the immediate quarter of RM12.9 million and RM1.2 million, respectively. Members' recruitment and renewal are slow amidst weak purchasing power, and members remained cautious with their spending especially on non-essential goods. Furthermore, the division continued to face strong competition from other MLM players particularly on members recruitment.

To mitigate these challenges, the division will continue to review and strengthen its recruitment and retention strategies while also carry out more events / activities to improve and drive business momentum.

# Retail

Retail Segment	1QFY2026 31 July 2025 (RM'mil)	1QFY2025 31 July 2024 (RM'mil)	Changes (%)
External Revenue	6.70	7.58	-11.6%
Profit Before Tax	-1.00	-0.32	->100%



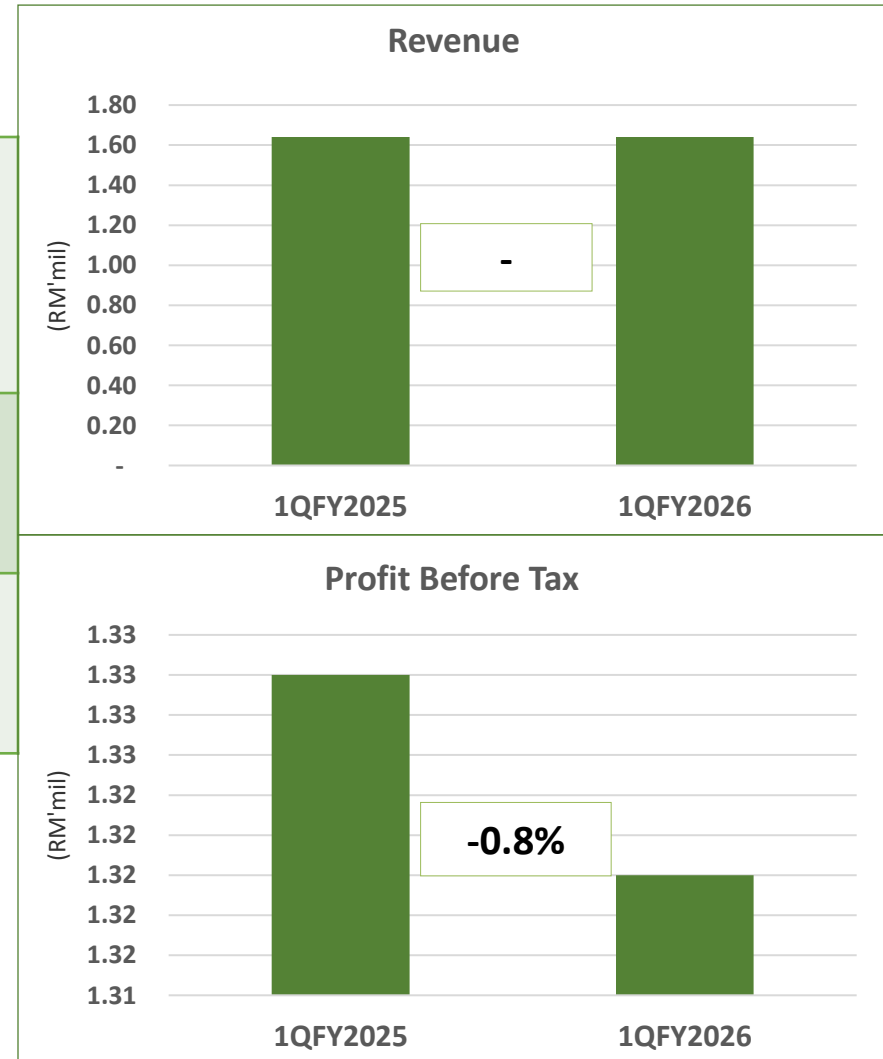
# Retail

The Retail Group Malaysia noted that Malaysia's retail sales growth is expected to decline from 4.3% to 3.1% for the remaining year 2025 amid global and domestic economic challenges.

Divisional revenue decreased by 11.6% to RM6.7 million as compared to the preceding year's corresponding quarter of RM7.6 million. The decrease was mainly due to lower sales of house brand products which carried higher margin, as consumers tend to scale back spending particularly on premium health supplements products amid ongoing inflationary pressure. Furthermore, higher base recorded in the previous year's corresponding quarter was boosted by members' sales promotion campaign. Lower revenue coupled with the decline in gross margin resulted the division posting higher loss of RM1.0 million in the quarter under review.

# "Others" segment

"Others" Segment	1QFY2026 31 July 2025  (RM'mil)	1QFY2025 31 July 2024  (RM'mil)	Changes  (%)
External Revenue	1.64	1.64	-
Profit Before Tax	1.32	1.33	<b>-0.8%</b>



# "Others" segment

Revenue from the Other division is primarily derived from the rental of investment properties, manufacturing of health supplements and credit & leasing business.

Higher rental income generated from investment properties was offset by lower contribution from manufacturing division, and as a result, pre-tax profit maintained at about RM1.3 million in the period under review.

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Thank you

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